

154440-2026 - Competition

Denmark – Electrical machinery, apparatus, equipment and consumables; lighting – EU-tender regarding Battery Energy Storage System (BESS) for Verdo Produktion 2026

OJ S 45/2026 05/03/2026

Contract or concession notice – standard regime

Supplies - Services

1. Buyer

1.1. Buyer

Official name: Verdo

Email: kawj@verdo.com

Activity of the contracting entity: Production, transport or distribution of gas or heat

2. Procedure

2.1. Procedure

Title: EU-tender regarding Battery Energy Storage System (BESS) for Verdo Produktion 2026

Description: With this tender, the Contracting Authority wishes to obtain bids for delivery of Battery Energy Storage System (BESS) to Verdo Produktion A/S. The BESS is to be installed within the perimeters of the Power Plant Verdo Produktion A/S, located in Randers (Kulholmsvej 12, 8930 Randers NØ, Denmark). The BESS will be as close as possible to 5 MW / 20 MWh usable capacity. The purpose of the BESS is to provide reliable backup power to critical plant assets in case of emergency or grid disturbances, thereby improving security of supply and reducing the risk of unplanned outages. In addition, the BESS is expected to enable participation in various electricity markets and grid support services (FCR, aFRR and mFRR) in the synchronous grid area (DK1) as well as performing energy arbitrage in response to price signals to optimize energy costs and revenues. Further description of use cases for the BESS can be found in Annex 1 – Technical Specification.

Procedure identifier: f9d64b25-380a-452d-a416-de3a5d098d7f

Internal identifier: 3b66dd8d-f73d-4034-8b33-4e20716fb7a2

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

Main features of the procedure: The tender is conducted as a negotiated procedure according to a tender notice published in the Official Journal of the EU. This means that all interested bidders can submit an application to participate in the tender. The tender is conducted in accordance with Directive 2014/25 of 26 February 2014 (the Utilities Directive). The contracting authority will pre-qualify 4 applicants who are invited to submit a bid. A contract will be signed with one bidder. The contracting authority is responsible for ensuring that the tender is conducted in accordance with the Utilities Directive, including observing the fundamental principles of transparency, equal treatment, and proportionality during the tender process. It is the bidder's risk to submit a bid in accordance with the tender material, and the bidder must expect that the contracting authority may be compelled to disregard an otherwise attractive bid if it does not meet the established requirements. The contracting authority uses the electronic tendering system, Merzell Ethics (hereafter "the tendering system"), to conduct the tender.

2.1.1. Purpose

Main nature of the contract: Supplies

Additional nature of the contract: Services

Main classification (cpv): 31000000 Electrical machinery, apparatus, equipment and consumables; lighting

Additional classification (cpv): 31155000 Inverters, 31440000 Batteries

2.1.2. Place of performance

Postal address: Kulholmsvej 12

Town: Randers NØ

Postcode: 8930

Country subdivision (NUTS): Østjylland (DK042)

Country: Denmark

2.1.3. Value

Estimated value excluding VAT: 25 000 000,00 DKK

2.1.4. General information

Legal basis:

Directive 2014/25/EU

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: European Single Procurement Document (ESPD)

5. Lot

5.1. Lot: LOT-0000

Title: EU-tender regarding Battery Energy Storage System (BESS) for Verdo Produktion 2026

Description: With this tender, the Contracting Authority wishes to obtain bids for delivery of Battery Energy Storage System (BESS) to Verdo Produktion A/S. The BESS is to be installed within the perimeters of the Power Plant Verdo Produktion A/S, located in Randers (Kulholmsvej 12, 8930 Randers NØ, Denmark). The BESS will be as close as possible to 5 MW / 20 MWh usable capacity. The purpose of the BESS is to provide reliable backup power to critical plant assets in case of emergency or grid disturbances, thereby improving security of supply and reducing the risk of unplanned outages. In addition, the BESS is expected to enable participation in various electricity markets and grid support services (FCR, aFRR and mFRR) in the synchronous grid area (DK1) as well as performing energy arbitrage in response to price signals to optimize energy costs and revenues. Further description of use cases for the BESS can be found in Annex 1 – Technical Specification.

Internal identifier: d0768e31-2c6a-4498-bbd8-1922538a0d8a

5.1.1. Purpose

Main nature of the contract: Supplies

Additional nature of the contract: Services

Main classification (cpv): 31000000 Electrical machinery, apparatus, equipment and consumables; lighting

Additional classification (cpv): 31155000 Inverters, 31440000 Batteries

Options:

Description of the options: As an option, the supplier shall provide a bid for an Extended /Advanced Service Agreement in addition to the Basis Service, covering enhanced service and performance support for the BESS. The supplier shall specify: A description of the service scope Frequency of included service Length of extended service period Price (see Annex 2 – Bid list) Any assumptions, prerequisites, and exclusions clearly stated.

5.1.2. Place of performance

Postal address: Kulholmsvej 12

Town: Randers NØ

Postcode: 8930

Country subdivision (NUTS): Østjylland (DK042)

Country: Denmark

5.1.3. Estimated duration

Other duration: Unknown

5.1.4. Renewal

Maximum renewals: 0

5.1.5. Value

Estimated value excluding VAT: 25 000 000,00 DKK

5.1.6. General information

Reserved participation:

Participation is not reserved.

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

This procurement is also suitable for small and medium-sized enterprises (SMEs): yes

5.1.9. Selection criteria

Sources of selection criteria: Procurement Document

Information about the second stage of a two-stage procedure:

Maximum number of candidates to be invited for the second stage of the procedure: 4

5.1.10. Award criteria

Criterion:

Type: Quality

Name: Technical Solution

Description: The technical solution will be evaluated based on the parameters listed below.

The tenderer must describe these in detail in Annex 1B – Technical Documentation. The weighting of the parameters is shown in the overview below. In order to achieve a high score, the tender should, as far as possible, meet all requirements and provide comprehensive documentation. Fulfillment of use cases A description showing a clear pathway of getting the solution to ensure back-up supply (use case 1) is scored positive. A solution which has been proven in other setups/projects is scored positively. • Solutions which fulfill use case 1, use case 2 and use case 3 are getting the highest score. • Solutions which only fulfill use case 1 and either use case 2 or 3 get a medium score. • Solutions which only fulfill use case 1 get a lower medium score. • Solutions which only fulfill use case 2 and 3 get a lower score. • Solutions which only fulfill either use case 2 or 3 get the lowest score. • Solutions which partly fulfill use 2 are scored lower than those able to deliver all services. Experience with compliance with grid connection requirements Solutions where the inverter are on the positive list or the system has been approved for grid connection in Denmark in earlier projects will get a higher score. Systems where the documentation of compliance with grid connection requirements in other European countries will get a medium score. Systems which cannot show any technical grid connection compliance will get a lower score. Product quality Tests documenting the product quality, like full load tests of power conversion system, will be scored positively. Product scalability and modulization ensuring opportunities for future expansion and

to the extent where risks of down-time are minimized and service opportunities are best are scored positively. Thorough design to ensure mechanical integrity of the solution is scored positively. Product safety Tests, risks assessments, and descriptions documenting a high level of product safety will be scored higher. Fulfillment of relevant safety standards will be scored positively. In evaluation of product safety, the emphasis will be on: • Fire safety prevention measures • Fire monitoring • Fire mitigation measures and minimization of fire spreading • Electrical short circuit protection and risk minimization • Safety measures to protect personnel working around and on the system • Functional safety e.g. through a high quality BMS Levelized cost of storage Levelized cost of storage will be calculated based on parameters stated by the supplier. Parameters included will be roundtrip efficiency, system lifetime, operational/maintenance costs and investment costs[LA2.1][JR2.2]. A low and realistic LCOS will be scored positively.

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 40

Criterion:

Type: Quality

Name: Time Schedule

Description: It is important for the Contracting Authority that the bidder, in their bid, presents a process for realizing the tendered task that ensures the task is delivered on time and of high quality. Therefore the Contracting Authority will emphasize that the bid includes a robust and reliable time schedule, cf. Annex 1. The bidder must include a Co-ordination Time Schedule (excel or Gantt) in their bid, which shall as minimum contain milestones as listed below and to best extent reflect the timeline as in Annex 1A – Main Time Schedule. In assessing the "Timeline," emphasis will be placed on the following, which will be weighed equally positively: • The timeline provided by the bidder contains at least all the listed milestones • Timeline is robust and reliable • Handover of the BESS to Verdo is as close to (or earlier) requested hand-over in Annex 1A – Main Time Schedule.

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 20

Criterion:

Type: Quality

Name: Project organization

Description: It is important for the Contracting Authority that the bidder, presents an overview of the project organization of the BESS project on role level – CVs for personnel is not required. The requested competencies may be provided either through the bidder's internal resources or by external parties engaged by the bidder. In assessing the project organization emphasis will be placed on the following, which will be weighed equally positively: • The bidder provides competencies with project management • The bidder provides competencies with technical engineering • The bidder provides competencies with SCADA • The bidder has service provider in-house in the organization • The bidder certified with following certifications: ISO 9001, ISO 14001, ISO 45001, ISO 27001

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 10

Criterion:

Type: Price

Name: Price

Description: All prices must be stated in Euro (EUR) or Danish Kroner (DKK), excluding VAT and including possible discounts. All prices must be fixed and all-inclusive prices (including packing, freight, taxes, insurance, installation, commissioning, test operation and training.) When evaluating prices stated in Danish Kroner (DKK) it will be converted into Euro (EUR)

according to an exchange rate of DKK/EUR 7.45. The evaluation of the sub-criteria "Price" is based on the total tender sum comprising the following price elements: • The total price for the basic scope of supply according to the Bid list • The total price for the options according to the Bid list (corrected sum, according to description below) • The total price for optional spare parts specified in Annex 1D (according to description below) Basic scope of supply The total price stated in the Bid list, based on the basic scope of supply, specified in the Technical Specifications. The evaluated price for the basic scope of supply parts will be evaluated 100%. Options The prices for options will be based on the scope specified in the Technical Specifications The evaluated price for the options parts will be evaluated 100%. Optional spare parts The total price for optional spare parts according to Annex 1C. The evaluated price for the optional spare parts will be evaluated 100%. The total Price used for evaluation is the sum of the above-mentioned deliveries. The lowest price for "total price" will receive the highest score (10) on a scale from 0–10. The other tenderers will receive points relative to the best price. The other tenders will be scored based on the relative difference to the highest score, where the tender with a price that is 60% higher (or more) will receive 0 points. The award of points for the other offers will be calculated according to the following formula: The tender's points = Maximum point – (Maximum point/(60% × "lowest price")) × (The tenders "Price" – "lowest price").

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 30

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 23/03/2026 23:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: <https://www.ethics.dk/ethics/eo#/40b11602-a1ac-4cb7-859f-3eeb0305245f/publicMaterial>

5.1.12. Terms of procurement

Terms of the procedure:

Estimated date of dispatch of the invitations to submit tenders: 11/05/2026

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.ethics.dk/ethics/eo#/40b11602-a1ac-4cb7-859f-3eeb0305245f/homepage>

Languages in which tenders or requests to participate may be submitted: English

Electronic catalogue: Not allowed

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Description of the financial guarantee: The Contractor shall, no later than 14 days after the Commencement Date, issue a performance guarantee and an advance payment bond. See more details in the contract.

Deadline for receipt of requests to participate: 07/04/2026 08:00:00 (UTC+00:00) Western European Time, GMT

Information that can be supplemented after the submission deadline:

At the discretion of the buyer, some missing tenderer-related documents may be submitted later.

Additional information: See more in Annex 1G.

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No
Conditions relating to the performance of the contract: See more in the contract.
A non-disclosure agreement is required: no
Electronic invoicing: Required
Electronic ordering will be used: yes
Electronic payment will be used: yes
Financial arrangement: See Annex 1H.

5.1.15. Techniques

Framework agreement:

No framework agreement

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: Klagenævnet for Udbud

Organisation providing additional information about the procurement procedure: Verdo

Organisation providing offline access to the procurement documents: Verdo

Organisation providing more information on the review procedures: Konkurrence- og Forbrugerstyrelsen

Organisation receiving requests to participate: Verdo

Organisation processing tenders: Verdo

8. Organisations

8.1. ORG-0001

Official name: Verdo

Registration number: 25481968

Postal address: Agerskellet 7

Town: Randers NV

Postcode: 8920

Country subdivision (NUTS): Østjylland (DK042)

Country: Denmark

Contact point: Karina Winther Jensen

Email: kawj@verdo.com

Telephone: 41748976

Internet address: <https://www.verdo.com/dk/forside/>

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation providing offline access to the procurement documents

Organisation receiving requests to participate

Organisation processing tenders

8.1. ORG-0002

Official name: Klagenævnet for Udbud

Registration number: 37795526

Postal address: Toldboden 2

Town: Viborg

Postcode: 8800

Country subdivision (NUTS): Vestjylland (DK041)
Country: Denmark
Contact point: Klagenævnet for Udbud
Email: kflu@naevneneshus.dk
Telephone: +45 72405600
Internet address: <https://naevneneshus.dk/start-din-klage/klagenae-net-for-udbud/>

Roles of this organisation:

Review organisation

8.1. ORG-0003

Official name: Konkurrence- og Forbrugerstyrelsen
Registration number: 10294819
Department: Verdo Produktion A/S
Postal address: Carl Jacobsens Vej 35
Town: Valby
Postcode: 2500
Country subdivision (NUTS): Byen København (DK011)
Country: Denmark
Contact point: Konkurrence- og Forbrugerstyrelsen
Email: kfst@kfst.dk
Telephone: +45 41715000
Fax: +45 41715000
Internet address: <https://www.kfst.dk>
Information exchange endpoint (URL): <https://www.kfst.dk>

Roles of this organisation:

Organisation providing more information on the review procedures

8.1. ORG-0004

Official name: Merzell Holding ASA
Registration number: 980921565
Postal address: Askekroken 11
Town: Oslo
Postcode: 0277
Country subdivision (NUTS): Oslo (NO081)
Country: Norway
Contact point: eSender
Email: publication@merzell.com
Telephone: +47 21018800
Fax: +47 21018801
Internet address: <http://merzell.com/>

Roles of this organisation:

TED eSender

Notice information

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Notice type: Contract or concession notice – standard regime
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